

Message Text

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ACTION EB-08

INFO OCT-01 NEA-11 ISO-00 CAB-02 CIAE-00 COME-00
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P R 171350Z MAY 78
FM AMEMBASSY TEL AVIV
TO SECSTATE WASHDC PRIORITY 3166
INFO AMEMBASSY ROME

C O N F I D E N T I A L TEL AVIV 6374

E. O. 11652: GDS
TAGS: EAIR IS
SUBJ: LOCKHEED AIRCRAFT PRESENTATION TO EL AL

REFS: (A) STATE 115689, (B) TEL AVIV 6139

1. MR ROBERT WILLS OF LOCKHEED TELEPHONED EMBASSY OFFICER ON MAY 17 TO INFORM HIM OF STATUS OF LOCKHEED PRESENTATION TO EL AL REGARDING SALE OF L-1011. ACCORDING TO WILLS, LOCKHEED TEAM HAD RECEIVED A VERY GOOD RECEPTION. EL AL OFFICIALS SEEMED TO BE IMPRESSED BY INFORMATION PROVIDED BY LOCKHEED AND HAD ASKED FOR ADDITIONAL INFORMATION WHICH LOCKHEED IS NOW PREPARING. GENERAL HOD WILL REPORT TO EL AL BOARD OF DIRECTORS ON THURSDAY, MAY 18, ON LOCKHEED PRESENTATION. WILLS STATED THAT HIS INDICATIONS WERE THAT LOCKHEED'S FIGURES ARE QUITE COMPETITIVE WITH THE AIRBUS. HE WAS OPTIMISTIC CONCERNING LOCKHEED'S POSSIBILITIES.

2. WILLS REPORTED THAT LOCKHEED WAS TOLD BY EL AL OFFICIALS THAT ADDITIONAL LANDING RIGHTS IN US FOR EL AL WOULD ALMOST GUARANTEE PURCHASE OF LOCKHEED 1011 BECAUSE OF ITS SUPERIOR RANGE COMPARED TO THE AIRBUS. IF EL AL RECEIVED ADDITIONAL LANDING POINTS IN US,
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THEY WOULD NEED L-1011'S GREATER RANGE TO TAKE ADVANTAGE OF SUCH ADDITIONAL LANDING RIGHTS. THEY ASKED LOCKHEED TO ASSIST IN PROCUREMENT OF SUCH ADDITIONAL TRAFFIC POINTS. WILLS EMPHASIZED TO EL THAT THIS WAS MATTER FOR GOVERNMENT-TO-GOVERNMENT NEGOTIATIONS BUT THAT LOCKHEED WOULD BE AS HELPFUL AS IT COULD. EMBASSY OFFICER EXPLAINED TO WILLS IN GENERAL TERMS SITUATION CON-

CERNING GOI DESIRE FOR ADDITIONAL LANDING RIGHTS FOR EL AL AND USG DESIRE FOR LIBERALIZED CHARTER AND FARES POLICY BY ISRAEL. IT WAS AGREED THAT WILLS WOULD TELL EL AL THAT HE HAD SPOKEN TO EMBASSY ON THIS MATTER AND THAT EMBASSY WAS FORWARDING THIS INFORMATION TO WASHINGTON.

3. WILLS ALSO VOLUNTEERED INFORMATION THAT WHEN LOCKHEED ASKED EL AL OFFICIALS WHY THEY HAD BEEN INVITED TO MAKE FULL-SCALE PRESENTATION, THEY WERE TOLD THAT IT WAS BECAUSE DEPARTMENT OF STATE HAD COMPLAINED THAT LOCKHEED HAD NOT BEEN GIVEN A FAIR CHANCE TO MAKE ITS PRESENTATION. FOLLOWING DEPARTMENT OF STATE COMPLAINT, EL AL HAD RECONSIDERED AND HAD AGREED THAT IT DID NOT HAVE ALL THE FACTS FROM LOCKHEED THAT IT NEEDED TO MAKE A DECISION.

4. WILLS ASKED FOR CONTINUED EMBASSY SUPPORT FOR LOCKHEED. EMBOFF ASSURED HIM THAT EMBASSY WOULD CONTINUE TO PROVIDE ALL APPROPRIATE SUPPORT AND, THAT DURING VISIT OF RCAA DWOR TO TEL AVIV DURING MAY 22-26, WE WOULD CONTINUE TO PUSH US AIRCRAFT SALES TO EL AL AND GOI OFFICIALS. LEWIS

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